



# Miami-Dade County, Florida

**Miami-Dade County, Florida:  
Business Center of the Americas**



# Miami-Dade County, Florida Centrally Located

**NORTH AMERICA**

**EUROPE**

**ASIA**

**AFRICA**

**LATIN AMERICA &  
CARIBBEAN**

*Centered in the Western Hemisphere it is considered a premier global business center.*

# Why Miami-Dade County, Florida?

- With a \$492 billion GSP, Florida has the nation's 4<sup>th</sup> largest, the hemisphere's 8<sup>th</sup> largest and the world's 15<sup>th</sup> largest economy.
- With \$73.2 billion in 2003 trade and its multicultural population, Florida is the national leader in international commerce.
- Florida is one of the lowest tax-states in the U.S.
  - A low 5.5% corporate tax
  - No State personal income tax
  - No Corporate income tax on limited partnerships
- Florida is the 4<sup>th</sup> most populous state in the U.S. with a population of 17 million residing in 67 counties.



# **Why Miami-Dade County, Florida?**

- **With a Gross County Product surpassing \$75 billion and a population approaching 2.4 million residing in 34 municipalities, Miami-Dade County leads the State in international economic activities.**
- **Miami-Dade County has a sophisticated international business infrastructure, including a culturally diverse, multilingual workforce over one million strong.**

# Global Trade

**Miami is the hemispheric trans-shipment hub for trade with Western Europe and Asia.**

**International Trade is Miami-Dade County's life line to a successful economy.**



# Miami's top 15 commodities with the world

## Exports

Computers  
Computer Parts  
Cellular Telephones

## Imports

Aircraft  
Men's/Boy's Suits  
Sweaters



# Miami-Dade's Top Trading Partners

## THE AMERICAS

Rank	Country	Trade (in millions)
1.	Brazil	\$7,098
2.	Dominican Republic	\$4,173
3.	Costa Rica	\$3,630
4.	Colombia	\$3,279
5.	Honduras	\$3,180
6.	Guatemala	\$2,114

## EUROPE

Rank	Country	Trade (in millions)
11.	United Kingdom	\$1,297
12.	Spain	\$1,227
13.	Italy	\$1,114
16.	France	\$1,003
23.	Germany	\$659
27.	Netherlands	\$512
30.	Switzerland	\$394
31.	Belgium	\$327
42.	Sweden	\$159

## ASIA

Rank	Country	Trade (in millions)
7.	China (mainland)	\$1,965
20.	Japan	\$742
25.	Taiwan	\$584
32.	South Korea	\$321
33.	Thailand	\$256
36.	India	\$228
38.	Hong Kong	\$206
44.	Malaysia	\$147

## AFRICA

Rank	Country	Trade (in millions)
55.	South Africa	\$91
83.	Nigeria	\$21
86.	Algeria	\$15
88.	Kenya	\$13
92.	Congo (Brazzaville)	\$10
94.	Namibia	\$9

# International Trade Consortium

Promotes Miami-Dade as the *Gateway to the Americas* and cultivates alternative trade relationships in Asia, Europe, and Africa.



The Port of Miami





# International Trade Consortium

The Jay Malina International Trade Consortium of Miami-Dade County (ITC) is the official County agency for international trade and promotes two-way merchandise trade between South Florida and the world .



# Summary of Financial Incentives

State of Florida Qualified Target  
Industry Tax Refund (QTI)

State of Florida Quick Response  
Training Grant (QRT)

Miami-Dade County Targeted Jobs  
Incentive Fund (TJIF)

# **Miami-Dade County's International Infrastructure**

- **FTAA Secretariat 1998-2001/Potential Permanent Secretariat by 2005**
- **Florida FTAA, Inc.**
- **Enterprise Florida / International Trade Office**
- **Jay Malina International Trade Consortium (ITC)**
- **Greater Miami Chamber of Commerce (GMCC)**
- **World Trade Center Miami (WTC MIAMI)**
- **Latin Chamber of Commerce (CAMACOL)**
- **U.S. Export Import Bank**
- **U.S. Department of Commerce, U.S. Export Assistance Center**
- **Miami Free Zone (MFZ), which is the largest privately owned in the U.S.**
- **Tier 1 Nap of the Americas (Network Access Point) and Telefonica Data Center connecting the Americas with the rest of the world.**

# Miami-Dade County's Transportation: Miami International Airport (MIA)

- Number one in the US for
  - International freight
  - International passengers
- More flights to Latin America and the Caribbean than all other U.S. airports combined
- Higher volume of cargo exports to Latin America and the Caribbean than New York, New Orleans, and Cleveland combined
- \$13 billion annual impact on local tourism, cruise, international banking, trade and commerce industries
- First airport in the U.S. with state of the art modular security screening information system
- Currently undergoing \$4.8 billion expansion
  - Fourth runway inaugurated in August 2003
  - New roadways and additional cargo buildings under construction



# Miami-Dade County's Transportation: Port of Miami

- Cruise capital of the world
  - 850 cruise ships docked and 3.9 million passengers in 2003
  - World headquarters site for most major cruise companies (Carnival, Royal Caribbean, Norwegian)
- Ranks within top 10 of all container ports in the U.S.
  - Shipping lines call on over 100 countries and 250 ports worldwide
- Serves all major world markets: Africa, Asia, the Caribbean, Europe, the Middle East, and North, Central, and South America
- Over 9 million total tonnage cargo in 2003
- Self-supporting structure
  - Operating revenue generated from billings for wharfage, dockage, storage, rentals, and other charges and fees
- Two-year, \$250 million commitment to major capital improvement projects

# **Miami-Dade County's International Infrastructure**

<b>42</b>	<b>State licensed foreign bank agencies</b>
<b>13</b>	<b>Edge Act Banks</b>
<b>45</b>	<b>Bi-national Chambers of Commerce</b>
<b>21</b>	<b>Foreign Trade offices</b>
<b>69</b>	<b>Consulates</b>

## Miami-Dade County: Latin America & Caribbean

Region	Miami's Percentage of U.S. Trade, 2003
South America	22.5%
Central America	51.1%
Caribbean	36%
Latin America (Total)	28%

*For every \$100 exported from the U.S. to Latin America,  
\$28 comes through the Miami Customs District*

# **Partial list of Multinational Companies in Miami-Dade County, Florida**

- Burger King Corporation – UK
- Dedienne Aerospace – France
- Kraft Foods International – USA
- Porsche Latin America – Germany
- Telefonica USA – Spain
- DHL Worldwide Express – Belgium
- Ferragamo Latin America – Italy
- Komatsu Latin America – Japan
- Neoris – Mexico
- Bombardier – Canada
- Carlisle Group – Belize
- Banco Internacional de Costa Rica
- Grace Kennedy – Jamaica
- Editorial Televisa – Mexico
- Copa Airlines – Panama
- Haiti en Marche - Haiti
- Banco de Chile – Chile
- Hidro Grubert – Argentina
- Grupo TACA – El Salvador
- Cisneros Televisión Group – Venezuela
- Odebrecht Construction – Brazil
- Acer Latin America – Taiwan
- Mandarin Oriental – Hong Kong
- Bancafe International – Colombia
- Hyundai Motors – South Korea
- ABN AMRO Bank – The Netherlands
- ResidenSea – Norway
- Aeromar Air Freight – Dominican Rep.
- Ecuadorian Line - Ecuador
- Banco de Credito del Peru – Peru
- Surinam Airways – Suriname
- Neal & Massey -Trinidad & Tobago



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